CLAIMS

We claim:

1.   A method for materialization forecasting with respect to wait-listed reservations made by persons for the potential purchase of perishable commodities, comprising the steps of:

gathering past reservation information relating to past reservations for perishable commodities that have already perished;

gathering wait list reservation information relating to wait-listed reservations for perishable commodities that have not yet perished;

comparing said past reservation information and said wait list reservation information;

calculating, based on said comparison, the likelihood that said wait-listed reservations will materialize if promoted to reserved status;

ordering said wait-listed reservations based on their likelihood of materialization; and

outputting said ordered wait-listed reservations.

2. The method as set forth in claim 1, wherein said past reservation information includes historical commodity details regarding said past reservations.

1   3. The method as set forth in claim 2, wherein said past reservation information

2   further includes Point-of-Sale (POS) information pertaining to said past reservations.

1   4. The method as set forth in claim 3, wherein said past reservation information

2   further includes materialization information regarding said past reservations.

1   5. The method as set forth in claim 4, wherein said past reservation information

2   includes demographic information about persons who made said past reservations.

1   6. The method as set forth in claim 5, wherein said demographic information

2   includes one or more of the following pertaining to said persons making said past

3   reservations: age, sex, national origin, citizenship, country of residence, occupation,

4   education, annual income, marital status, reservation frequency.

1   7. The method as set forth in claim 6, wherein said wait list information further

2   includes wait-list commodity details regarding said wait-listed reservations.

1   8. The method as set forth in claim 7, wherein said wait list information further

2   includes POS information pertaining to said wait-listed reservations.

1　　　9. The method as set forth in claim 8, wherein said wait list information includes

2　demographic information about persons making said wait-listed reservations.

1　　　10. The method as set forth in claim 9, wherein said demographic information

2　includes one or more of the following pertaining to said persons making said wait-listed

3　reservations: age, sex, national origin, citizenship, country of residence, occupation,

4　education, annual income, marital status, reservation frequency.

1　　　11. The method as set forth in claim 10, wherein said perishable commodity

2　comprises airline seats, and wherein said historical commodity details include information

3　related to one or more of the following regarding said airline seats: carrier name, flight

4　origin, flight destination, booking class, flight distance, departure time, connection time,

5　arrival time, departure date, arrival date, flight duration, number of distinct legs

6　comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1　　　12. The method as set forth in claim 11, wherein said POS information includes

2　one or more of the following: POS type, POS country, booking carrier, booking recency,

3　change recency, fare code, number of passengers traveling with said individuals making

4   said past reservations, length of stay associated with the reservation, time between booking

5   date and flight date, payment status.

1   13. The method as set forth in claim 12, wherein said wait-list commodity details

2   include information related to one or more of the following: carrier name, flight origin,

3   flight destination, booking class, flight distance, departure time, connection time, arrival

4   time, departure date, arrival date, flight duration, number of distinct legs comprising a

5   complete one-way itinerary, aircraft type, aircraft capacity.

1   14. Computer-readable code stored on media for conducting materialization

2   forecasting with respect to wait-listed reservations made by persons for the potential

3   purchase of perishable commodities, comprising:

4   first subprocesses for gathering past reservation information relating to past

5   reservations for perishable commodities that have already perished;

6   second subprocesses for gathering wait list reservation information relating to wait-

7   listed reservations for perishable commodities that have not yet perished;

8   third subprocesses for comparing said past reservation information and said wait list

9   reservation information;

10   fourth subprocesses for calculating, based on said comparison, the likelihood that

11   said wait-listed reservations will materialize if promoted to reserved status;

29

12   fifth subprocesses for ordering said wait-listed reservations based on their likelihood

13   of materialization; and

14   sixth subprocesses for outputting said ordered wait-listed reservations.

1   15.   The computer-readable code as set forth in claim 14, wherein said past

2   reservation information includes historical commodity details regarding said past

3   reservations.

1   16.   The computer-readable code as set forth in claim 15, wherein said past

2   reservation information further includes Point-of-Sale (POS) information pertaining to said

3   past reservations.

1   17.   The computer-readable code as set forth in claim 16, wherein said past

2   reservation information further includes materialization information regarding said past

3   reservations.

1   18.   The computer-readable code as set forth in claim 17, wherein said past

2   reservation information includes demographic information about individuals who made said

3   past reservations.

1 19. The computer-readable code as set forth in claim 18, wherein said demographic

2 information includes one or more of the following pertaining to said persons making said

3 past reservations: age, sex, national origin, citizenship, country of residence, occupation,

4 education, annual income, marital status, reservation frequency.

1 20. The computer-readable code as set forth in claim 19, wherein said wait list

2 information further includes wait-list commodity details regarding said wait-listed

3 reservations.

1 21. The computer-readable code as set forth in claim 20, wherein said wait list

2 information further includes POS information pertaining to said wait-listed reservations.

1 22. The computer-readable code as set forth in claim 21, wherein said wait list

2 information includes demographic information about persons making said wait-listed

3 reservations.

1 23. The computer-readable code as set forth in claim 22, wherein said demographic

2 information includes one or more of the following pertaining to said persons making said

3 wait-listed reservations: age, sex, national origin, citizenship, country of residence,

4 occupation, education, annual income, marital status, reservation frequency.

1   24. The computer-readable code as set forth in claim 23, wherein said perishable

2   commodity comprises airline seats, and wherein said historical commodity details include

3   information related to one or more of the following regarding said airline seats: carrier

4   name, flight origin, flight destination, booking class, flight distance, departure time,

5   connection time, arrival time, departure date, arrival date, flight duration, number of

6   distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1   25. The computer-readable code as set forth in claim 24, wherein said POS

2   information includes one or more of the following: POS type, POS country, booking

3   carrier, booking recency, change recency, fare code, number of passengers traveling with

4   said persons making said past reservations, length of stay associated with the reservation,

5   time between booking date and flight date, payment status.

1   26. The computer-readable code as set forth in claim 25, wherein said perishable

2   commodity comprises airline seats, and wherein said wait-list commodity details include

3   information related to one or more of the following: carrier name, flight origin, flight

4   destination, booking class, flight distance, departure time, connection time, arrival time,

5   departure date, arrival date, flight duration, number of distinct legs comprising a complete

6   one-way itinerary, aircraft type, aircraft capacity.

1   27.   A method for materialization forecasting with respect to wait-listed

2   reservations made by persons for the potential purchase of perishable commodities,

3   comprising the steps of:

4   gathering past reservation information relating to past reservations for perishable

5   commodities that have already perished;

6   gathering wait list reservation information relating to wait-listed reservations for

7   perishable commodities that have not yet perished;

8   comparing said past reservation information and said wait list reservation

9   information;

10   calculating, based on said comparison, the likelihood that said wait-listed

11   reservations will materialize if promoted to reserved status;

12   determining the revenue value of each of said wait-listed reservations;

13   ordering said wait-listed reservations based on a combination of their likelihood of

14   materialization and their revenue value; and

15   outputting said ordered wait-listed reservations.